

Woman & Minority-Owned Business Success Story:

HAASEN TARA FEED, INC.



Salt Lake City, UT



Asia & Middle East



Working Capital Loan Guarantee



Challenge

Haasen Tara Feed, Inc. is an environmentally friendly supplier of alfalfa hay and other feed products. In addition to being a value-add service for local farmers, Haasen Tara Feed uses exporting to provide comprehensive feed solutions to dairy farmers around the world.

As agriculture products like these have a seasonal growing cycle, the raw material needed for a year's crops must be purchased annually. Obtaining sufficient materials to thrive year-round requires substantial capital; if the business lacks the cashflow, this can be potentially devastating for the season's yield.

Many businesses turn to lenders for capital to fund large purchases, but for Haasen Tara Feed the primary obstacle was the inability to secure financing. The risks associated with international sales can prevent lenders from providing the working capital needed to fulfill export orders.

EXIM's Working Capital Loan Guarantee (WCLG) has helped Haasen Tara Feed overcome this challenge by providing a loan guarantee that backs the exporter's debt. With this guarantee in place, the lender can extend a working capital loan to improve the company's cash flow.

Results

With EXIM's Support, Haasen Tara Feed:



Has been exporting to the Middle East and Asia for more than 7 years



Has sold \$113.4 million worth of exports since 2017



Employs 37 employees, with 100% of their salaries coming from exporting

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Success Story:**

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